

## Message Text

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ACTION EA-12

INFO OCT-01 ISO-00 EB-08 /021 W  
-----016142 041235Z /53

R 040852Z MAY 78  
FM AMEMBASSY TAIPEI  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 7305

UNCLAS TAIPEI 02772

COMMERCE FOR ITA/BED/OIM/EA - KELLY

E.O. 11652: N/A  
TAGS: BEXP, TW  
SUBJECT: SECOND GROC BUYING MISSION TO US

REF: (A) STATE 110562 (B) TAIPEI 2405

1. GROC BUYING MISSION IS NOW TAKING SHAPE, AND H.K. SHAO EXPECTS TO HAVE FINAL ITINERARY AND MEMBERS BY MAY 8. NUMBER OF CITIES TO BE VISITED HAS BEEN INCREASED FROM 10 TO 15, AND THERE ARE NOW 36 MEMBERS. CITIES ON ITINERARY ARE: LOS ANGELES (JUNE 9-13) SPOKANE (13-14) DENVER (14-16) MINNEAPOLIS (16-18) CHICAGO (18-21) COLUMBUS, OHIO (21-22) INDIANAPOLIS (22-26) ST. LOUIS (26-28) HOUSTON (JUNE 28-JULY 2) MEMPHIS (JULY 2-4) ATLANTA (4-6) BOSTON (6-8) NEW YORK (8-13) HARRISBURG, PENN. (13-15) AND WASHINGTON D.C. (15-20).

2. POINTS MADE IN REFTEL A HAVE BEEN BROUGHT TO ATTENTION OF H.K. SHAO AND HIS POSITION IS AS FOLLOWS: EASTWARD ITINERARY CULMINATING IN WASHINGTON IS FIXED AND CANNOT BE CHANGED. OFFICIAL NAME OF MISSION IS "SECOND ROC GOVERNMENT SPECIAL PROCUREMENT MISSION". ASSISTANCE OF FOREIGN BUYER PROGRAM WOULD BE WELCOMED, AND SOMEONE FROM FBP COULD MEET MISSION IN LOS ANGELES. MEMBERS WILL BE UNCLASSIFIED

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JOINING AND PEELING OFF FROM MISSION, BUT WILL HAVE TO STAY WITH MISSION IN CITIES WHERE CONTRACTS WILL BE SIGNED. FUTURE BUSINESS OPPORTUNITIES WILL BE FOCUS OF LONGER STOPOVERS IN LOS ANGELES, CHICAGO, NEW YORK AND ST. LOUIS (?), ALL OF WHICH WILL BE ARRANGED BY (BUT PARTICIPATION OPEN TO ALL COMPANIES) US-ROC ECONOMIC COUNCIL.

3. H.K. SHAO HAS BEEN REQUESTED TO PROVIDE LIST OF PRODUCTS WHICH EACH AGENCY OR STATE ENTERPRISE WOULD LIKE TO SHOP AROUND FOR FUTURE PROCUREMENT. EMBASSY'S UNDERSTANDING IS THAT 300 MILLION US DOLLARS OF GOODS TO BE PROCURED IS FROM REPEAT BUSINESS OR SOURCES ALREADY CONTACTED. ACCORDING TO SHAO, PRICE NEGOTIATIONS WILL TAKE PLACE BEFORE CONTRACTS SIGNED. MOST WILL INVOLVE A SINGLE SUPPLIER, BUT FOR SOME THERE WILL BE TWO OR MORE SUPPLIERS COMPETING.

4. PARTIAL LISTING OF MISSION MEMBERS INTERESTED IN INDUSTRIAL PRODUCTS IS AS FOLLOWS: TAIWAN POWER COMPANY (PRESIDENT DAVID CHU AND HEAD OF ATOMIC POWER DEPARTMENT P.C. LIU), CHINESE PETROLEUM CORPORATION, TAIWAN TELECOMMUNICATIONS ADMINISTRATION, DIRECTORATE GENERAL OF POSTS AND CENTRAL TRUST OF CHINA (PURCHASES ON BEHALF OF OTHER AGENCIES AND STATE ENTERPRISES). THERE ARE NOW NO PRIVATE FIRMS ON MISSION.

5. ACTION REQUESTED: AS INDICATED IN REFTEL B, COMMERCIAL ATTACHE AND H.K. SHAO BELIEVE THAT USDOC DISTRICT OFFICES CAN BE EFFECTIVE IN ALERTING EXPORT-ORIENTED FIRMS IN THEIR TERRITORY TO OPPORTUNITIES FOR FUTURE SALES TO GROC ENTITIES. THEREFORE, ALL DISTRICT OFFICES ON ITINERARY SHOULD RECEIVE THIS AND SUCCEEDING CABLES. EMBASSY WILL LEAVE TO USDOC, THE DECISION ON DEGREE OF FBP ASSISTANCE UNCLASSIFIED

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OR ESCORT. SULLIVAN

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## Message Attributes

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Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014